

Want to **sell your products and services** to the City of Minneapolis?



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TAP

**BUSINESS TECHNICAL
ASSISTANCE PROGRAM**

Supporting Business Growth in the City of Minneapolis

Registration

The program will begin at 3:30 pm

Procurement Opportunities with the City of Minneapolis

- Community Planning and Economic Development
- Human Resources
- Information Technology
- Minneapolis Convention Center
- Public Works
- Parks and Recreation Board

Tools to do business with the City of Minneapolis

- Doing business with the City
- Disadvantaged Business Enterprise certification
- Business Resources

Networking event

City staff and non-profit organizations supporting small- to medium- sized businesses

Closing (6:30 pm)

Procurement Opportunities

David Frank
Director of Economic Development, CPED

Department: Community Planning and Economic Development (CPED)

Mission: Grow a vibrant, livable, safely built city for everyone

- Goals**
1. Leverage CPED investments and resources to foster economic development and revitalization in challenged areas
 2. Plan, design and develop sustainable, healthy, livable, high performance and resource efficient communities
 3. Strengthen CPED's role as leader, innovator and key driver of our city's regional competitiveness

Organizational Structure

The department is organized into five divisions and 11 business lines; 230 Employees

Divisions includes:

- Long Range Planning
- Housing Policy and Development
- Economic Policy and Development
- Development Services

CPED Products and Services Purchases

Products and services that CPED purchases and contacts.

Product / Service	Description	Frequency	Contact
Appraisal Services	Values for single family, multifamily, commercial and vacant land	As needed	Karuna Mahajan Karuna.Mahajan@minneapolismn.gov
Engineering	Geo-technical, surveys, Phases I and II	As needed	Abdul Jama Abdulkadir.Jama@minneapolismn.gov
Property Management	Snow Removal and Lawn care	Contracted every three years	Karuna Mahajan Karuna.Mahajan@minneapolismn.gov

CPED Products and Services Purchases (cont.)

Product / Service	Description	Frequency	Contact
Art in Public Places Program	Public Art	Ongoing	Mary Altman Mary.Altman@minneapolismn.gov
Long Range Planning	Consultant services planning, preservation, urban design, administrative services, and community engagement	Ongoing	Jack Byers Jack.Byers@minneapolismn.gov
Professional Services for Business Development	Business consulting services, marketing, program design, project evaluations	As needed	Daniel Bonilla daniel.bonilla@minneapolismn.gov

CPED Products and Services Purchases (cont.)

Product / Service	Description	Frequency	Contact
Minneapolis Comprehensive Plan	Consultant services related to preparation of the Minneapolis Comprehensive Plan	2016-2018	Jack Byers Jack.Byers@minneapolismn.gov
Housing Development	New construction and rehabilitation subcontractors	Ongoing	Elfric Porte Elfric.Porte@minneapolismn.gov
Construction Code Services	Emergency building demolitions & repairs – license req.	6-12 times per year	Al Olson Allan.Olson@minneapolismn.gov

Procurement Opportunities

Patience Ferguson
Chief Human Resources Officer

Department: Human Resources (HR)

Mission: Working together in a spirit of continuous improvement, the Human Resources Department provides leadership and guidance that fosters a work environment designed to meet the needs and challenges of a vibrant world-class city.

Our team members demonstrate the following qualities, competencies and behaviors:

- Strategic
- Talent driven
- Partners
- Ethical and Respectful

Organizational Structure – four divisions:

- Administration
- Strategic Workforce Solutions
- Human Resource Technology Solutions
- Employee Services

HR Products and Services Purchases

Product / Service	Description	Frequency	Contact
Catering	Breakfast and/or lunch services for Leadership U program	Monthly	Kevin Anderson
Professional Services	Management Assessment services	On-going	Marylin Talarico
Professional Services	Training design and delivery	Yearly	Kevin Anderson
Professional Services	Executive Coaching	On-going	Marylin Talarico

Procurement Opportunities

Beth Cousins
Deputy Chief Information Officer, IT

Department: Information Technology (IT)

Mission: The IT Department provides technology services and solutions to City departments in support of their business goals and objectives.

Goals

1. City employees are empowered with the tools they need.
2. IT services and operations are customer-focused and well-managed.
3. Increase usage of digital tools to keep Minneapolis innovative and attractive to new businesses.
4. Minneapolis residents have the tools, skills and motivation to gain value from digital society.

Organizational Structure






The department is organized into three divisions, 98 employees

Divisions include:

- Decision Support Services
- Infrastructure Services
- Workforce Enablement Services

IT Products and Services Purchases

Product / Service	Description	Frequency	Contact
Professional Services	<ul style="list-style-type: none"> • System design & implementation • Project management • Business analyst • Software development & integrations 	6 – 10 times/year	Barb Malinski

Project	Description	Anticipated time	Opportunities for SWMDBE
MINS	Replacement	3 – 4Q16 	✓*
SWIS	Replacement	1 – 2Q16 	✓*
Citation system	Replacement	1 – 2Q16 	✓*
Recruiting & Consulting	New Pool	4Q15 – 1Q16 	✓*
ServiceNow	Design & implementation	4Q15 – 1Q16 	✓*



Signup for email updates on RFPs:

www.minneapolisMN.gov/finance/procurement/rfp



Supporting Business Growth in the City of Minneapolis

* IT RFPs will include a submission deadline for SUVPs to submit their interest in being a subcontractor. The City will post an addendum to RFPs with list of interested SUVPs.



Procurement Opportunities

Jeff Johnson

Executive Director, Minneapolis Convention Center

Minneapolis Convention Center (MCC)

Department: MCC

Mission: We will be the best Convention Center by providing an exceptional facility, outstanding internal and external customer service, and responsible use of our resources.

Values: We value a workplace that is: Communicative, Safe, Employee Focused, Client Centered, & Excellence Driven

Organizational Structure

The department is organized into five divisions and has multiple contracted partnerships

Divisions includes:

- Business Services
- Event Operations
- Facility Operations
- Guest & Security Services
- Events

MCC Products and Services Purchases

Product / Service	Description	Frequency
Electrical Supplies	Extension cords, power strips, & triple tap electrical plugs	Varies

Opportunities with MCC

Project	Description	Anticipated time	Opportunities for SWMDBE
Low voltage services	MCC Network -Repair maintenance & new construction network insulation	Varies	Low voltage licensed services include phone, cable, internet, & intranet
Dry wall	Framing, taping, & insulation of dry wall	Current need	Dry wall contractor
Lighting Upgrade	Fixture change to LED	Bid 2016	Installation
Lighting Upgrade-Target Center	Fixture Change to LED	Bid 2016	installation

Opportunities with MCC (cont.)

Project	Description	Anticipated time	Opportunities for SWMDBE
Landscape –Wesley Parking Lot	New landscaping	Bid late 2015	Demo, installation
MCC Plaza Landscaping	Rebuild Plaza in front of MCC	Bid late 2016	Installation, demo
Ice Floor – Target Center	Replace ice floor	Bid late 2016	demo
Local Area Network (LAN) – Target Center	Install LAN	Bid 2016	Installation

Procurement Opportunities

Brette Hjelle

Director of Business Administration, Public Works

Department: Public Works

Mission: To be effective stewards of the public infrastructure and provide valued city services that contribute to public safety, economic vitality and neighborhood livability in Minneapolis.

Goals

1. Engaged and talented employees reflect our community, have the resources they need to succeed and are empowered to improve our efficiency and effectiveness.
2. All people have access to high-quality and convenient transportation options which connect every corner of the City.
3. The City's infrastructure is managed and improved for current and future needs.
4. Public Works operations and services are efficient, effective, sustainable, results driven, and customer focused.

Organizational Structure

The department includes nine divisions, three business lines, 1000 employees
(Business lines : Transportation, Utilities, and Business Administration)

Public Works Products and Services Purchases

Product / Service	Description	Frequency
Welding Supplies Parts & Labor	Welding Supplies	± Annually
Wallace & Tiernen Parts & Service	Water Treatment Systems	± Annually
Gardner Denver Products	Water Jet Systems	± Annually
Scale Services and Repair	Solid Waste Scales	± Annually
Poly Chloride Pipe & Accessories	Sewer Construction	± Annually
Epoxy Coated Re-Bar	Re-Bar for Paving	± Annually
Printed No Parking Signs	Paper No Parking Signs	± Annually

Average over 30 <\$50K contracts a year.

Public Works Products and Services (cont.)

Product / Service	Description	Frequency
Radiator Repairs	For Solid Waste Trucks	± Annually
Yellow Garbage Can Liners	For Solid Waste	± Annually
Spring and Suspension Parts & Service	For Solid Waste Trucks	± Annually
Print Educational Tags	Solid Waste	± Annually
Brake Inspection and Replacement	For Solid Waste Trucks	± Annually
Vehicle Washing	Car Wash for City Vehicles	± Annually
Wheels, Rims, Trailer Parts & Service	Supplies and Services	± Annually
Fuel Pumps and Hoists Parts & Service	Fuel Island Service	± Annually

Average over 30 <\$50K contracts a year.

Public Works Products and Services (cont.)

Product / Service	Description	Frequency
Specialty Gases	Welding Supplies	± Annually
Critical Parking Permit Decals	Stickers for Resident Vehicles	± Annually
Install Pavement Markings	Marking	± Annually
Water PVC Pipe and Fitting	Drinking Water Plant Parts	± Annually
Appliance Recycling	Handling and Processing Junk Appliances	± Annually
Hazardous Materials Management	Waste Oil Management	± Annually
Snow Plow Components	Parts for Snow Plows	± Annually
Parking Meter Paper	For Parking Meter Receipts	± Annually

Average over 30 <\$50K contracts a year.

Opportunities with Public Works

Project	Description	Anticipated time	Opportunities for SWMDBE
Nicollet Mall Reconstruction	Road Reconstruction and Streetscape	Open for Bid	<ul style="list-style-type: none"> - Removals - Streetscape
Filter Plant Rehabilitation	Water Treatment System Rehabilitation	June 2016 Construction Start	<ul style="list-style-type: none"> - Electrical - Steam System - Ventilation System - Concrete Work
Hennepin / Lyndale Reconstruction	Road Reconstruction	Fall 2015 Bid Letting	<ul style="list-style-type: none"> - Removals - Traffic Control - Erosion Control - Concrete Work

Opportunities with Public Works (cont.)

Project	Description	Anticipated time	Opportunities for SWMDBE
10 th Avenue Bridge	Bridge Rehabilitation	Tentative 2017 Bid Letting	<ul style="list-style-type: none"> - Consulting - Traffic Control - Erosion Control - Trucking - Iron Work
Tunnel Rehabilitation	Lyndale Outfall to Minnehaha Creek	Fall 2016 Bid	<ul style="list-style-type: none"> - Pavement Construction - Material Supply - Hauling
Sewer Construction	Washington Avenue from 3 rd to 5 th Avenues	2016 Construction	<ul style="list-style-type: none"> - Pavement Construction - Material Supply - Hauling - Traffic Control

Procurement Opportunities

Cliff Swenson
PLA Director
Minneapolis Park and Recreation Board

Tools to do business with the City



B TAP BUSINESS TECHNICAL
ASSISTANCE PROGRAM

Supporting Business Growth in the City of Minneapolis

Doing Business with the City



Introducing the Business Technical Assistance Program



Supporting Business Growth in the City of Minneapolis

Doing Business with the City

Pam Fernandez
Assistance Director
Procurement, Division of Finance and Property services

Today's Presentation

- Who we are
- What we do
- How to find current procurement opportunities
- How can I get notified of future procurement opportunities
- How to become a bidder
- Procurement contacts

- Procurement office is responsible for the purchase of goods and services for the City of Minneapolis.
- Integrity, Public Trust and the Law are our guiding principles.
- Governed by Uniform Municipal Contracting Law (MN Statutes, Sections 471.345-471.37) and city ordinances and policies.

What is Procurement?

- A process of acquiring goods and services
- The process spans the whole cycle from identification of needs, through the end of services under a contract or the end of useful life of an asset

What does the City buy?



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ASSISTANCE PROGRAM

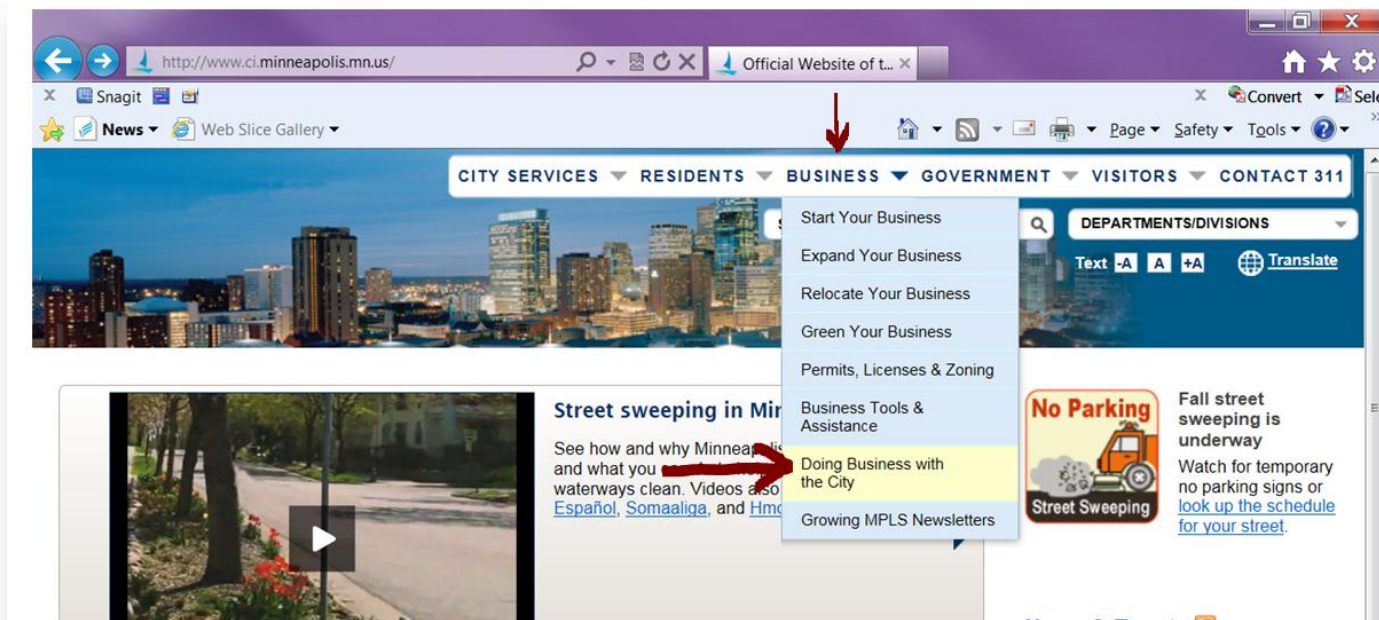
Supporting Business Growth in the City of Minneapolis

Where can I find procurement opportunities?

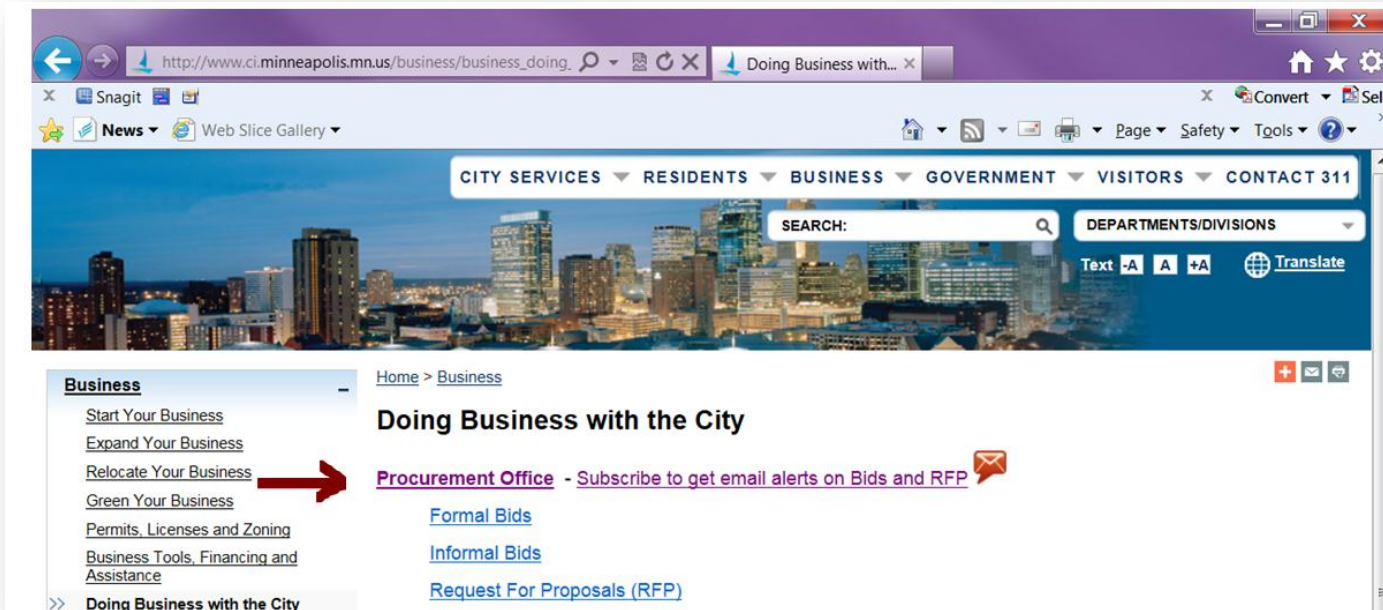
1. Go to City of Minneapolis website:
www.ci.minneapolis.mn.us



2. Hover over “BUSINESS” dropdown menu and click on “Doing Business with the City”



3. Click on [Formal Bids or Informal Bids or RFP](#)



Where can I find current procurement opportunities?

Bids

<\$50,000
[Informal](#)

>\$50,000
[Formal](#)

Professional Services

<\$50,000
Standard
Agreement
Contracts

>\$50,000
[Request for
Proposal \(RFP\)](#)

Civil
Rights
Review

How can I get notified for future procurement opportunities?

- [Subscribing to Bids and RFPs](#)
- [Become a bidder with Minneapolis](#)

Want to **sell your products and services** to the City of Minneapolis?

For more information...

Please visit our Buyers at the Procurement table:

David Schlueter
Traci Reimringer
Ashley Matuke
Emily Connolly



Introduction to Procurement



Supporting Business Growth in the City of Minneapolis

Disadvantaged Business Enterprise

Kolu Paye Wilson
Compliance and Oversight Manager
Department of Civil Rights

Today's Presentation

- City's Vision
- Overview of Department of Civil Rights & the Contract Compliance Division
- The Small and Underutilized Business Program (SUBP)
 - Promotional Video
 - Certification requirement
- Section 3 Certification

City's Vision

Minneapolis is a growing and vibrant world-class city with a flourishing economy and a pristine environment, where all people are safe, healthy and have *equitable opportunities for success* and happiness.

Division Overview

The Division ensures that City of Minneapolis procurement of construction and development services, commodities and supplies, and professional and technical services includes women, minorities, and low income workers and businesses.

The Division also ensures that workers on construction and development projects are paid in accordance with prevailing wage laws.



Division Program Areas

Minority and Women Business Inclusion

- Administer the Small and Underutilized Business Program
- Ensure minority and women owned businesses participate on City procurement
- Conduct outreach to and certify minority and women owned businesses

Female and Minority Workforce Inclusion

- Enforce City's construction workforce goals (6% Female/32% Minority)
- Ensure female and minority construction workers are employed on City construction and development projects
- Support partner organizations to increase the number of female and minority workers

Affirmative Action

- Conduct pre-award reviews of City contractors
- Ensure adherence to Affirmative Action and Equal Employment Opportunity Laws
- Review and approve Affirmative Action Plans

Hud Section 3 Program

- Administer City's HUD Section 3 Program
- Ensure low income resident and business inclusion on Section 3 covered projects
- Conduct outreach to and certify low income residents and businesses as Section 3

Labor Compliance

- Monitor and enforce prevailing wage laws and Federal Labor Standards
- Administer City's Federal Davis-Bacon Related Acts Prevailing Wage requirement
- Ensure workers are paid according to City, State, and Federal laws

Small and Underutilized Business Programs

- Enacted through Ordinance.
- Race and gender based program.
- Supported by a disparity study.
- Redress past discrimination and aims to prevent discrimination against minority- and women-owned businesses (MBEs/WBEs) on City procurement.
- Certification requirement.



Civil Rights and Inclusion

Benefits to Certification

- The goal of the MNUCP program is to **help small businesses grow** and exceed beyond the program.
- **Free to businesses!** There is no application fee.
- When the Division sets goals we **provide bidders/vendors with a list of MNUCP-certified small businesses** and they must make a good faith effort to solicit to and use these businesses.
- **The Division reviews all efforts made** to ensure that small businesses were actually solicited to.

Small and Underutilized Business Programs

1. The business must be ***certified*** under the Minnesota Unified Certification Program (MNUCP) at the time the contract is executed with the City.
2. The MBE/WBE must be located within the ***city's marketplace – 11 County Metro Area***.
3. The MBE/WBE must be ***certified within the scope of work*** in which they will be performing.
4. The MBE/WBE must perform a ***commercially useful function*** and therefore must be actually performing, managing, and supervising the work involved.

Qualifications

- The firm is at least **51% owned** and **controlled** by a socially and economically disadvantaged individual(s).
- The disadvantaged owner is a **U.S. citizen or a permanent resident**.
- The firm is a **for-profit** business.
- The firm's annual **gross receipts** do not exceed \$23.98 million or the Small Business Administration's (SBA's) size restrictions.
- The disadvantaged owner's **personal net worth** does not exceed \$1.32 million.

Ownership & Control


- Ownership
 - Ownership interests
 - Expertise
 - Means of acquiring
- Control
 - Independence
 - Power to manage
 - Managerial and technical competence

Disadvantaged - Presumption

- Socially
 - Women
 - Race - Black Americans, Hispanic Americans, Native American, Asian-Pacific Americans, Subcontinent Asian Americans, or
 - Or other minorities found to be disadvantaged by the Small Business Administration
- Economic – Personal net worth does not exceed \$1.32 million

Where can business get help completing the DBE application?

- Visit the **City of Minneapolis Business Technical Assistance Program (B-TAP)** website for a list of organizations that provide free certification application assistance.
- <http://www.minneapolismn.gov/business/B-TAP>

 B-TAP Providers	Contact	Clients Served	Services Provided	Funds for Start-Ups	Funds for Expansions
African Development Center (ADC)	Nasibu Sareva nsareva@adcmnnesota.org 612.877.8263 www.adcmnnesota.org	African Immigrant Community.	Business training, consultations, workshops, and loans.	✓	
Asian Economic Development Center (AEDA)	Va-Megn Thoj va-megn@aeda-mn.org 651.222.7798 www.aeda-mn.org	Asian entrepreneurs.	In-language business development consultation to Asian small businesses.	✓	✓
Lake Street Council	Allison Sharkey asharkey@lakestreetcouncil.org 612.824.7420 www.lakestreetcouncil.org	Businesses located in the Lake Street area, South Minneapolis.	Financial and location analysis, business planning, marketing, merchandising, and other technical assistance aiding attraction, opening, maintenance and expansion of businesses.	✓	✓
Latino Economic Development Center (LEDC)	Mario Hernandez mario@ledc-mn.org 651.395.4040 www.ledc-mn.org	Latino immigrant community.	Micro-entrepreneurship classes, group technical assistance workshops and one-on-one technical assistance in Spanish to Latino entrepreneurs.	✓	✓
Metropolitan Consortium of Community Developers (MCCD)	Kris Maritz kmaritz@mccdmn.org 612.843.3262 Eric Nathanson 612.843.3266 www.mccdmn.org	Small and medium size businesses.	Provides one-on-one small business technical assistance and access to capital.		✓
Metropolitan Economic Development Association (MEDA)	Jan Jordet jjordet@meda.net 612.259.6566 www.meda.net	Entrepreneurs of color seeking government contracts.	Access to comprehensive business consulting services, financing, and corporate and government contracting opportunities.	✓	✓
Midwest Minority Supplier Development Council (MMSDC)	Duane Ramseur dramseur@mmsdc.org 612.465.8881 www.mmsdc.org	Minority owned businesses.	Provides business development services to certified minority businesses and corporate members to enhance relationships and maximize business opportunities.		✓
Neighborhood Development Center (NDC)	Brian Signer bsinger@ndc-mn.org 651.379.8422 www.ndc-mn.org	Entrepreneurs of color.	Provides entrepreneur training, technical assistance, small business lending, business incubators, and capacity building.	✓	✓
Northside Economic Opportunity Network (NEON)	Ashley Bennett ashley@neon-mn.org 612.302.1505 www.neon-mn.org	New and existing businesses located in North Minneapolis.	Provides business feasibility assessment, entrepreneur training and outreach, and technical assistance.	✓	
Seward Redesign	Brian Miller brian@redesigninc.org 612.435.0275 www.redesigninc.org	Businesses located in Seward Neighborhood and Hiawatha Corridor, South Minneapolis.	Technical assistance to businesses and property owners to facilitate real estate development projects from concept through design, financing, construction and lease-up or sale.		✓
Women Venture	651.346.3808 www.womenventure.org	Low- and moderate-income women.	Helps women to start and grow their small businesses through education, business consulting, and micro-loans up to \$50,000.	✓	

MNUCP Website:

- <http://www.mnucp.org/>

MNUCP Online Application (can be accessed through the website):

- <http://dbe-app.net/>

MNUCP Online Directory:

- <http://mnucp.metc.state.mn.us/>

HUD Section 3 Program

- Provision of the Housing and Urban Development (HUD) Act of 1968 that helps foster local economic development, neighborhood economic improvement, and individual self-sufficiency.
- Race and gender neutral.
 - Income and residency in the metropolitan statistical area.
- Applies to construction projects with certain HUD financial assistance.
 - Provide job training.
 - Employment.
 - Contracting opportunities .
- The Section 3 Program has two different goals that are fixed by HUD, one for *Business Subcontracting* and one for *Resident New Hires*.
- To the greatest extent feasible, the prime contractor must subcontract 10% of the total construction contract to Section 3 Businesses.

Section 3 Business Subcontracting Goal is 10%

To the greatest extent feasible, the prime contractor must subcontract 10% of the total construction contract to Section 3 Businesses.

What does “Section 3 Business” mean?

3 ways to qualify:

- a business that is 51% owned by Section 3 Residents, **or**
- at least 30% of a business’ full time employees are Section 3 Residents (or were within 3 years of hire date), **or**
- a business that makes a commitment to subcontract over 25% of its subcontracting dollars to businesses that meet one of the first two qualifications.

City of Minneapolis

Section 3 Program



SECTION 3 BUSINESS APPLICATION

Business Name: _____ Contact Person: _____

Address: _____ County: _____

Phone: _____ Fax: _____ Email: _____

Type of Business: ☐ Sole Proprietorship ☐ Partnership ☐ Corporation ☐ Joint Venture ☐ LLC

Services Provided: _____
(i.e. plumbing, carpentry, painting, etc...)

Section 3 Eligibility

The business certifies that it is a Section 3 Business based on one or more of the following:

- ☐ Category 1: 51% or more of the business is owned by a Section 3 Resident(s).
- ☐ Category 2: 30% or more of the full-time permanent employees are Section 3 Residents or were Section 3 Residents within three years from beginning their employment.
- ☐ Category 3: the business commits to subcontracting over 25% of all subcontracts to Section 3 Business (es).

Required Attachments

Please check all that apply and provide copies of the following documents:

- ☐ Business/Professional License(s)
- ☐ Legal documents for business (i.e. Articles of Incorporation)
- ☐ List of owners & percent of ownership (for category 1)
- ☐ Section 3 Resident Application(s) or Section 3 Resident Certification (for categories 1 and 2)
- ☐ List of all employees; indicate full time or part time and if Section 3 Resident or eligible (for category 2)
- ☐ List of Section 3 Business (es) subcontracts and amount or detailed plan explaining commitment to contract to Section 3 Business (es) (for category 3 eligibility)

Certification

I certify that the information provided is true and accurate. I understand that providing false or misleading information may result in penalties, including decertification as a Section 3 Business.

Signature: _____ Date: _____

Send completed application with attachments to:
Email: businessinquiries@minn.org or Fax: 612-673-2559

Mail/ drop off to:
Minneapolis Department of Civil Rights
Attn: Section 3 Program
350 South 5th Street, Suite 230
Minneapolis, Minnesota 55415

Please allow at least two weeks for processing. A certification or denial letter will be sent to you. Call 612-673-2512 with any questions or concerns.

¹ If employee is certified with another government agency (i.e. City of St. Paul), please provide documentation of certification.

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Questions or Comments?

Nekoal Phoenix

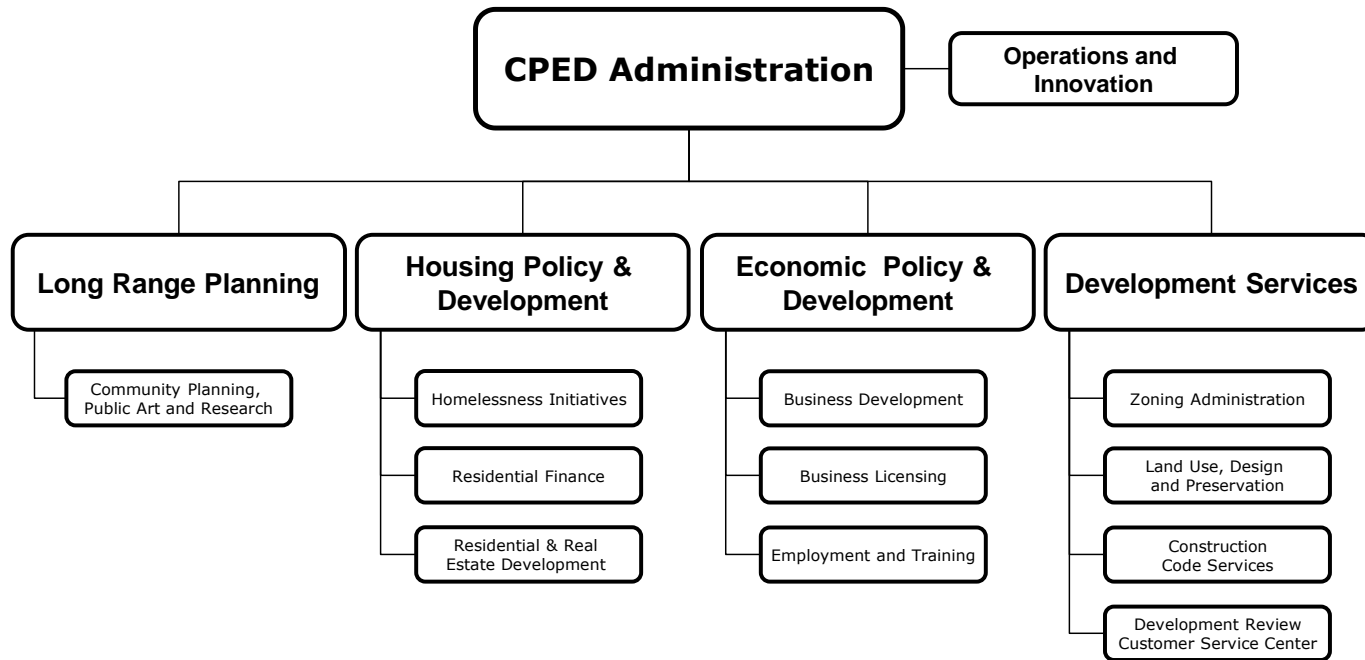
nekoal.phoenix@minneapolismn.gov

612-673-5502

Business Development Resources

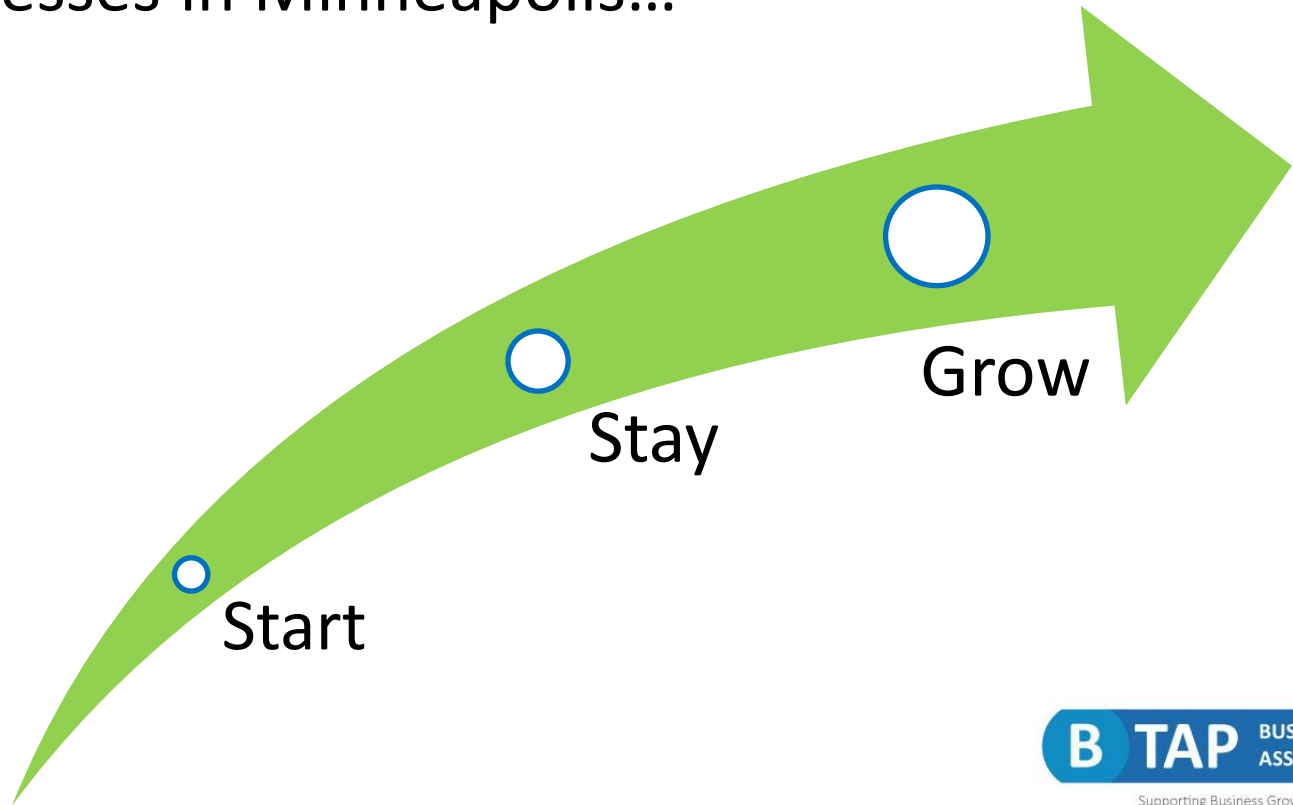
Kevin Carroll
Principal Project Coordinator
Community Planning & Economic Development (CPED)

Department of Community Planning and Economic Development - CPED

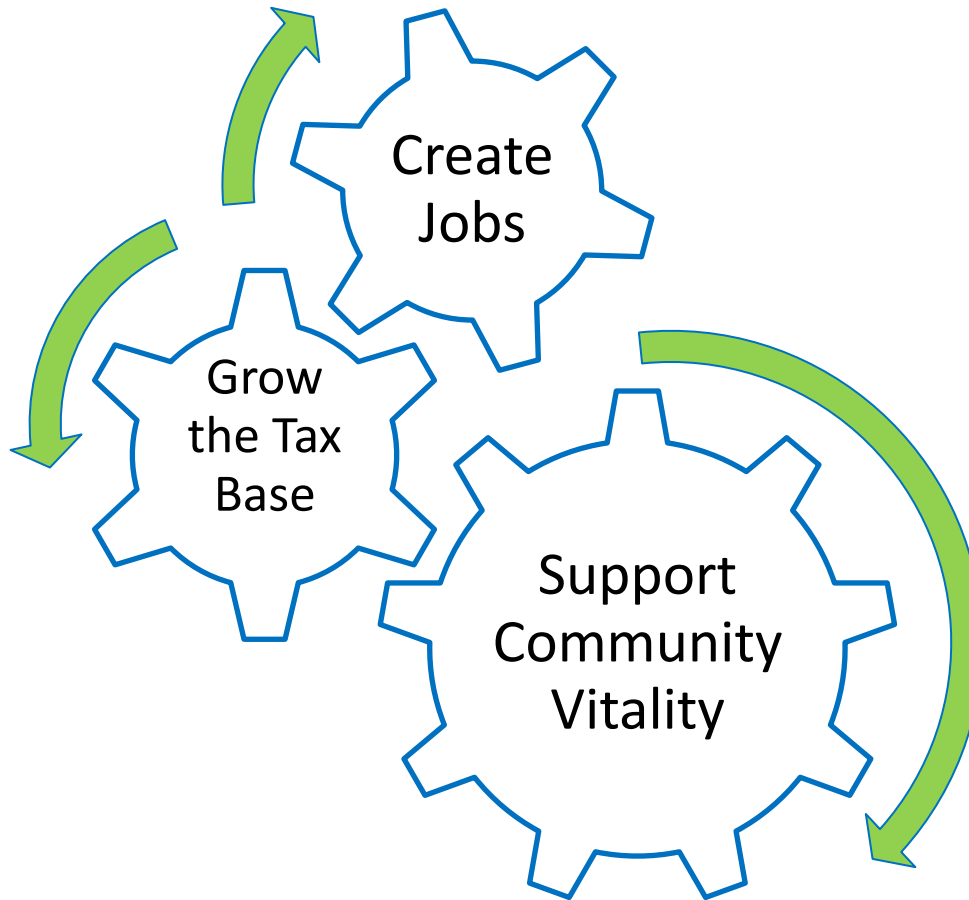


Our Mission

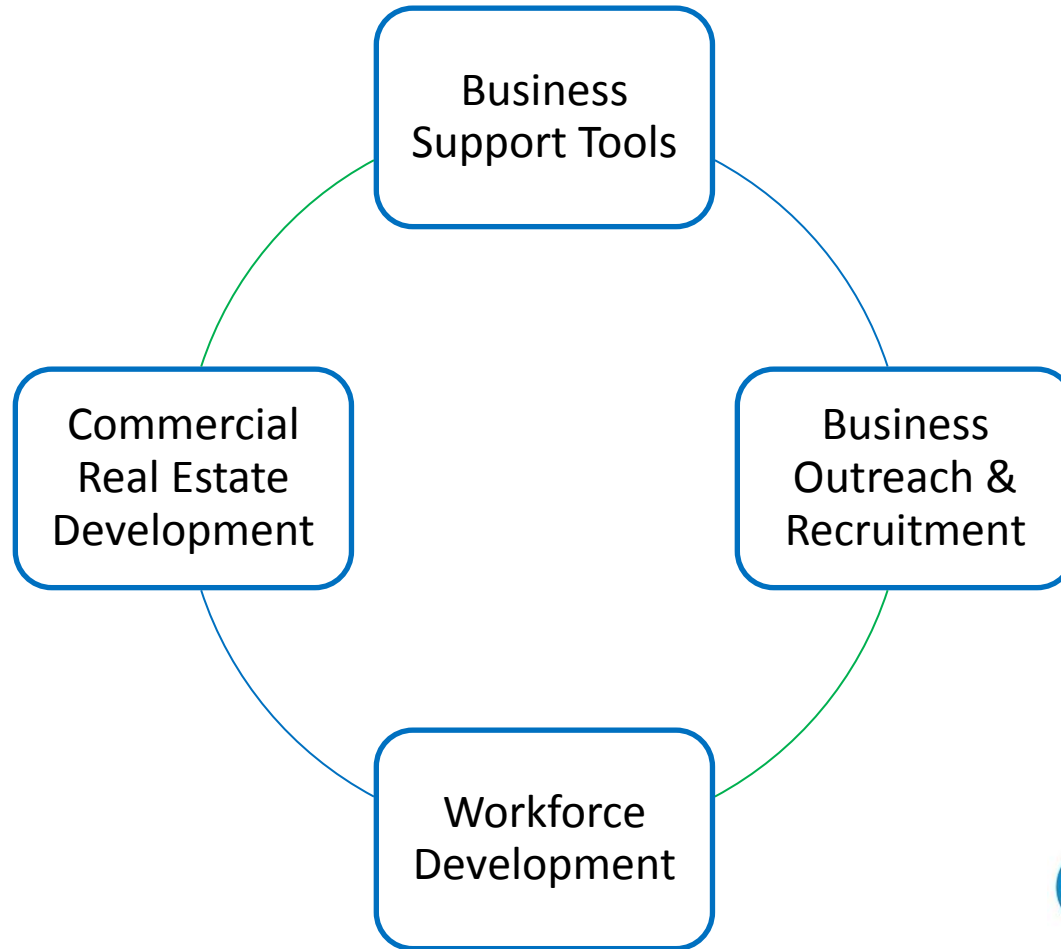
Help businesses in Minneapolis...



Why?



How do we help?



	Program name	Use of Proceeds	Size	Terms	CPED Contact
Business Loans	2% Loan	Small business loans for building improvements, equipment	up to \$150,000 (City portion at 2% up to \$75,000)	2% interest, up to 10 years	call 612-673-5072
	Energy Efficiency Loans	Several programs to finance investments to improve energy efficiency in commercial properties.	varies by program – from \$1,000 - \$2 million	4-4.5% interest	Becky Shaw 612-673-5066
	Health & Safety Loan Program	Financing for code compliance investments including physical improvements such as grease traps, floor drains, and food service equipment	up to \$10,000	7% interest, up to 5 years	Kris Maritz (MCCD) 612-789-7337
	Alternative Financing	Small business financing for building improvements or equipment, Islamic-law compliant structure	up to \$100,000 (City portion - \$50,000 at a 2% rate of return)	up to 10 years	call 612-673-5072
	Business Development Fund	Small business loans for building improvements, equipment	up to \$75,000	prime, up to 10 years, credits for local hiring up to \$37,500	call 612-673-5072
	Export Order Financing and Insurance	Loans for export orders as well as marketing and promotion. Export payment insurance.	various products - several thousand to tens of millions	varies	MN Trade Office Helpline 651-259-7498
	Homegrown Business Development Center	Costs associated with the processing, manufacturing, distribution and marketing of local food products.	up to \$10,000	2% interest, up to 5 years	Casey Dzieweczynski (Jevachensky) 612-673-5070

	Program name	Use of Proceeds	Size	Terms	CPED Contact
Site selection, business consulting and business district support	Site selection and systems navigation	Assistance in finding a Minneapolis location and navigating licensing and other regulatory requirements			Miles Mercer 612-673-5043
	Technical Assistance Program	Contracts with local non-profit organizations to provide direct business consulting services to new and existing businesses located in Minneapolis	Contracts with non-profits from \$5,000 to \$125,000	2 year contract, through annual RFP solicitation	Daniel Bonilla 612-673-5232
	Export assistance	Small grants for international trade marketing, trade missions, guidance on global market opportunities, logistics, regulatory compliance	N/A	N/A	MN Trade Office Helpline 651-259-7498
	Great Streets Business District Support Grants	District revitalization projects including business recruitment and district-wide marketing	grants of up to \$50,000 to business associations, community development organizations and CDCs	1 year contract, through RFP solicitation	Rebecca Parrell 612-673-5018
	Great Streets Façade Matching Grants	Façade improvements including windows, doors, signage, awnings, lighting, murals	façade matching grants to businesses of up to \$5,000		Jimmy Loyd 612-673-5026

	Program name	Use of Proceeds	Size	Terms	CPED Contact
Commercial/Industrial Real Estate Development Financing	Great Streets Gap Financing	Commercial real estate development loans for catalytic commercial corridor and station area projects	\$100,000 - \$500,000 gap financing	up to 15 years	Rebecca Parrell 612-673-5018
	Grow North	Capital improvement loans to jobs-intensive businesses expanding in, or relocating to North Minneapolis, eligible for prepayment credits based on hiring North Minneapolis residents	up to \$200,000	up to 10 years	Casey Dzieweczynski 612-673-5070
	Tax Increment Finance	Significant commercial/industrial development	\$300,000 and up, depending on revenue generated	up to 25 years (15 more common)	Kristin Guild 612-673-5168
	Bank Qualified Bank Direct (BQ) Tax Exempt Bonds	Real estate development for non-profit user	\$500,000 - \$10 million	10-30 years	multiple staff, call 612-673-5072
	Brownfield Remediation Grants	Grants to investigate and clean up environmental contamination as part of a real estate development project	\$20,000 - \$900,000	grant, 5 year reporting on development, tax base and job growth outcomes	Kevin Carroll 612-673-5181
	DEED Redevelopment Grants	Grants supporting real estate redevelopment	\$50,000-\$1 million	grant	Kevin Carroll 612-673-5181
	Revenue Bonds (taxable and tax exempt)	Commercial/industrial real estate development, equipment	\$1 - \$100 million	10-30 years	Charles Curtis 612-673-5069
	Hennepin County Transit Oriented Development Grants	Grants to real estate development projects on transit lines that will enhance transit usage	\$50,000 - \$1 million		David Frank 612-673-5238
	Liveable Communities Demonstration Account Grants	Grants for land assembly and public infrastructure for development projects that maximize benefits of regional infrastructure	\$100,000 - \$800,000	grants	Carrie Flack 612-673-5240
	New Markets Tax Credits	Real estate development financing - allocations of tax credits to limited financing entities	\$500,000 - \$20 million	7 years	Miles Mercer 612-673-5043
	DEED Job Creation Fund	Rebate for job creation and real estate investment	up to \$1 million	rebate associated with job creation	Kristin Guild 612-673-5168
	Minnesota Investment Fund	Loans for real estate development or significant equipment purchase supporting MN job creation	up to \$500,000	flexible terms	Kristin Guild 612-673-5168

	Program name	Use of Proceeds	Size	Terms	CPED Contact
Workforce Programs	Qualified Staff	Through career fairs and free posting services, the City can help businesses identify qualified staff.			Mark Brinda 612-673-6231
	Customized Training	City partners, including MCTC and Dunwoody, are available to develop customized training programs for Minneapolis employers. Also, Minneapolis occasionally secures grants to support training in key growth fields.			Mark Brinda 612-673-6231
	Step Up Youth Interns	"Step Up" is a summer internship program that links Minneapolis businesses with young people trained for work readiness and overseen by program advisors.			Tammy Dickinson 612-673-5041

	Program name	Use of Proceeds	Size	Terms	CPED Contact
Business Loans	2% Loan	Small business loans for building improvements, equipment	up to \$150,000 (City portion at 2% up to \$75,000)	2% interest, up to 10 years	call 612-673-5072
	Energy Efficiency Loans	Several programs to finance investments to improve energy efficiency in commercial properties.	varies by program – from \$1,000 - \$2 million	4-4.5% interest	Becky Shaw 612-673-5066
	Health & Safety Loan Program	Financing for code compliance investments including physical improvements such as grease traps, floor drains, and food service equipment	up to \$10,000	7% interest, up to 5 years	Kris Maritz (MCCD) 612-789-7337
	Alternative Financing	Small business financing for building improvements or equipment, Islamic-law compliant structure	up to \$100,000 (City portion - \$50,000 at a 2% rate of return)	up to 10 years	call 612-673-5072
	Business Development Fund	Small business loans for building improvements, equipment	up to \$75,000	prime, up to 10 years, credits for local hiring up to \$37,500	call 612-673-5072
	Export Order Financing and Insurance	Loans for export orders as well as marketing and promotion. Export payment insurance.	various products - several thousand to tens of millions	varies	MN Trade Office Helpline 651-259-7498
	Homegrown Business Development Center	Costs associated with the processing, manufacturing, distribution and marketing of local food products.	up to \$10,000	2% interest, up to 5 years	Casey Dziejewczynski (Jevachensky) 612-673-5070

- 2225 West River Road
- 4.88 acre site
- 48,000 sq. ft. office and laboratory facility
- Organ procurement organization
- Received several types of City financial assistance, including funding from the 2% loan program



2% loan to Tiny Diner to finance building improvements 1024 38th Street E.



Permaculture and solar:

Kim Bartmann has long had an interest in green building (the Red Stag was the first LEED-CI certified restaurant in Minnesota, for instance), and this new spot is going to be affiliated with the Permaculture Research Institute. The nonprofit will help design the Tiny Diner's gardens, and will eventually teach urban gardening and other classes at the site. The new diner will also have a massive solar array on top.

2% Loan for Art Materials 2724 Lyndale Ave S

- Interior Improvements
- ADA ramps
- ADA restrooms
- Lighting
- Windows
- Flooring
- Signage



City of Minneapolis Economic Development Resources

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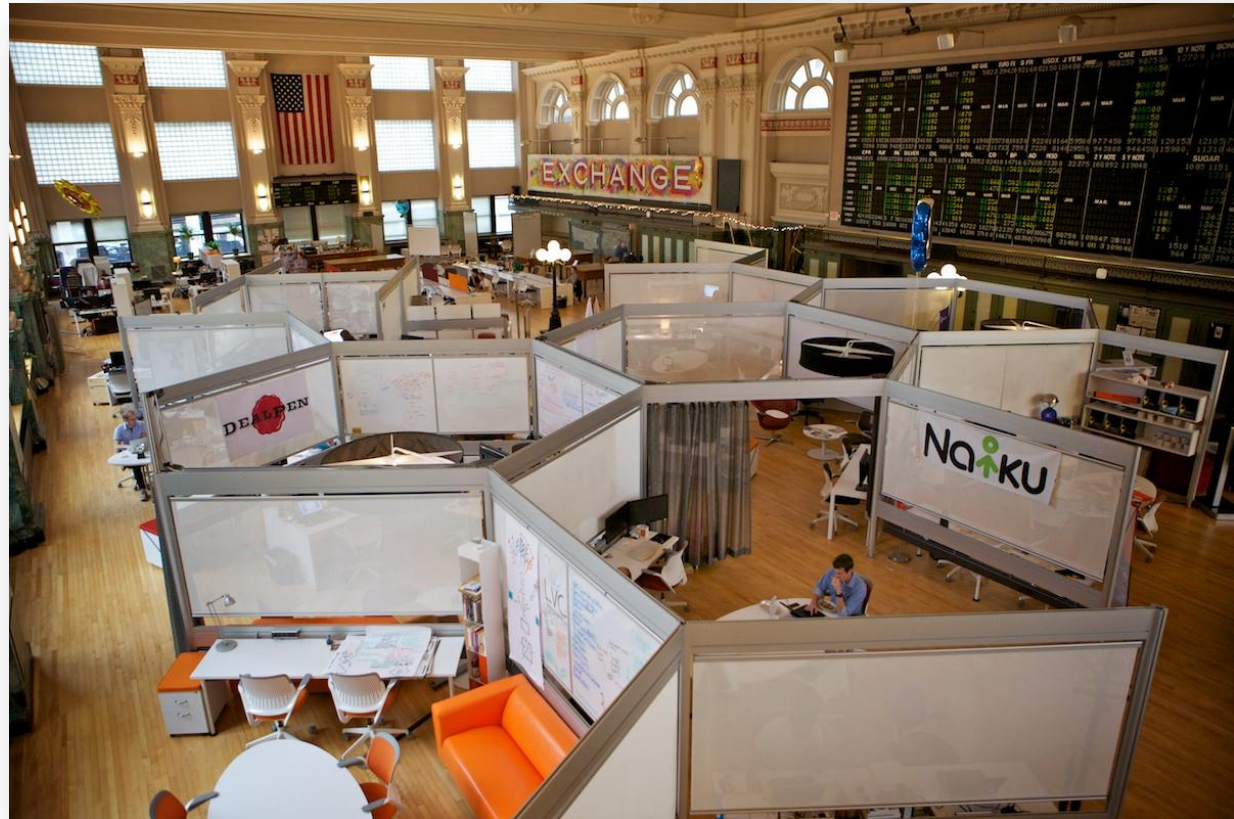
City Food Studios

- City Food Studios, a commercial kitchen located at 3722 Chicago Avenue filled up quickly by word of mouth alone after opening in January of 2014. The model is simple -- each tenant leases the kitchen for a few hours, a few days a week. Currently there are about 20 tenants sharing the space, ranging from catering companies to food truck owners to farmer's market vendors to food producers who sell to co-ops.
- The kitchen's owner knew that the building needed some work, but felt the neighborhood was a good fit for a "food art studio." The City of Minneapolis provided two 2% loans totaling \$71,790 and a \$10,000 Homegrown loan to help with the building purchase, improvements, equipment, working capital and other start-up costs. Through the City's Great Streets program, a matching grant of \$6,284 was also given to help with the purchase of new doors and windows.



	Program name	Use of Proceeds	Size	Terms	CPED Contact
Site selection, business consulting and business district support	Site selection and systems navigation	Assistance in finding a Minneapolis location and navigating licensing and other regulatory requirements			Miles Mercer 612-673-5043
	Technical Assistance Program	Contracts with local non-profit organizations to provide direct business consulting services to new and existing businesses located in Minneapolis	Contracts with non-profits from \$5,000 to \$125,000	2 year contract, through annual RFP solicitation	Daniel Bonilla 612-673-5232
	Export assistance	Small grants for international trade marketing, trade missions, guidance on global market opportunities, logistics, regulatory compliance	N/A	N/A	MN Trade Office Helpline 651-259-7498
	Great Streets Business District Support Grants	District revitalization projects including business recruitment and district-wide marketing	grants of up to \$50,000 to business associations, community development organizations and CDCs	1 year contract, through RFP solicitation	Rebecca Parrell 612-673-5018
	Great Streets Façade Matching Grants	Façade improvements including windows, doors, signage, awnings, lighting, murals	façade matching grants to businesses of up to \$5,000		Jimmy Loyd 612-673-5026

CoCo Minneapolis



A co-working space in the historic Grain Exchange Building at
400 S. 4th Street

Surly Brewery



- Company considered dozens of potential sites in the metro area and in the suburbs
- Ultimately chose a site recommended by City staff
- Former industrial site, midway between Mpls and St. Paul, close to U of M campus and Transitway, and the Prospect Park stop on the LRT (Green Line)

Surly Brewery



Surly Brewery



City of Minneapolis Economic Development Resources

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Stadium Village Commercial Association



With Great Streets grant funding in 2012 and 2013, the Stadium Village Commercial Association (SVCA) implemented a variety of marketing and promotional activities to help attract visitors and customers to the area, mitigate impacts caused by the Green Line Light Rail construction, and work to establish new buying and entertainment habits with Green Line riders. The marketing components have included the development and production of a television commercial that aired on 300 network TV spots and the design, production, and distribution of Stadium Village promotional products and materials, including mailers/flyers with business ads and coupons, cups, t-shirts, and other marketing collateral giveaways.

City of Minneapolis Economic Development Resources

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City of Minneapolis
Great Streets

NEIGHBORHOOD BUSINESS
DISTRICT PROGRAM

Façade Improvement Matching Grant Program

1112 - 1120 Lowry Avenue N.
Al-Bosaad, Inc.

BEFORE



AFTER



New brick and stucco on all five storefronts along with new windows, doors, lighting and awnings for the businesses from 1112 to 1120 Lowry Avenue North transformed this façade. The property owner received a \$7,500 façade grant, matched by \$19,920 in private funds for each storefront. For every \$1 in public funds, he invested \$2.65 in private funds.

1500 W. Lake Street
Jersey Mike's Subs

BEFORE



AFTER



A newly painted exterior, awnings and signage enhance the façade at 1500 W. Lake Street. The business owner received a \$4,350 façade grant, matched by \$8,700 in private funds. For every \$1 in public funds, he invested \$2 in private funds.

The Link

1210 Glenwood Avenue

BEFORE



AFTER



A beautiful mural makes a big visual impact on Glenwood Avenue. Marilyn Lindstrom was the principal muralist leading the project. She held multiple community design workshops to develop the mural. The Link not-for-profit organization received a \$5,000 façade grant that they matched with \$5,000.

1851 Central Avenue NE
The Mill NE

BEFORE



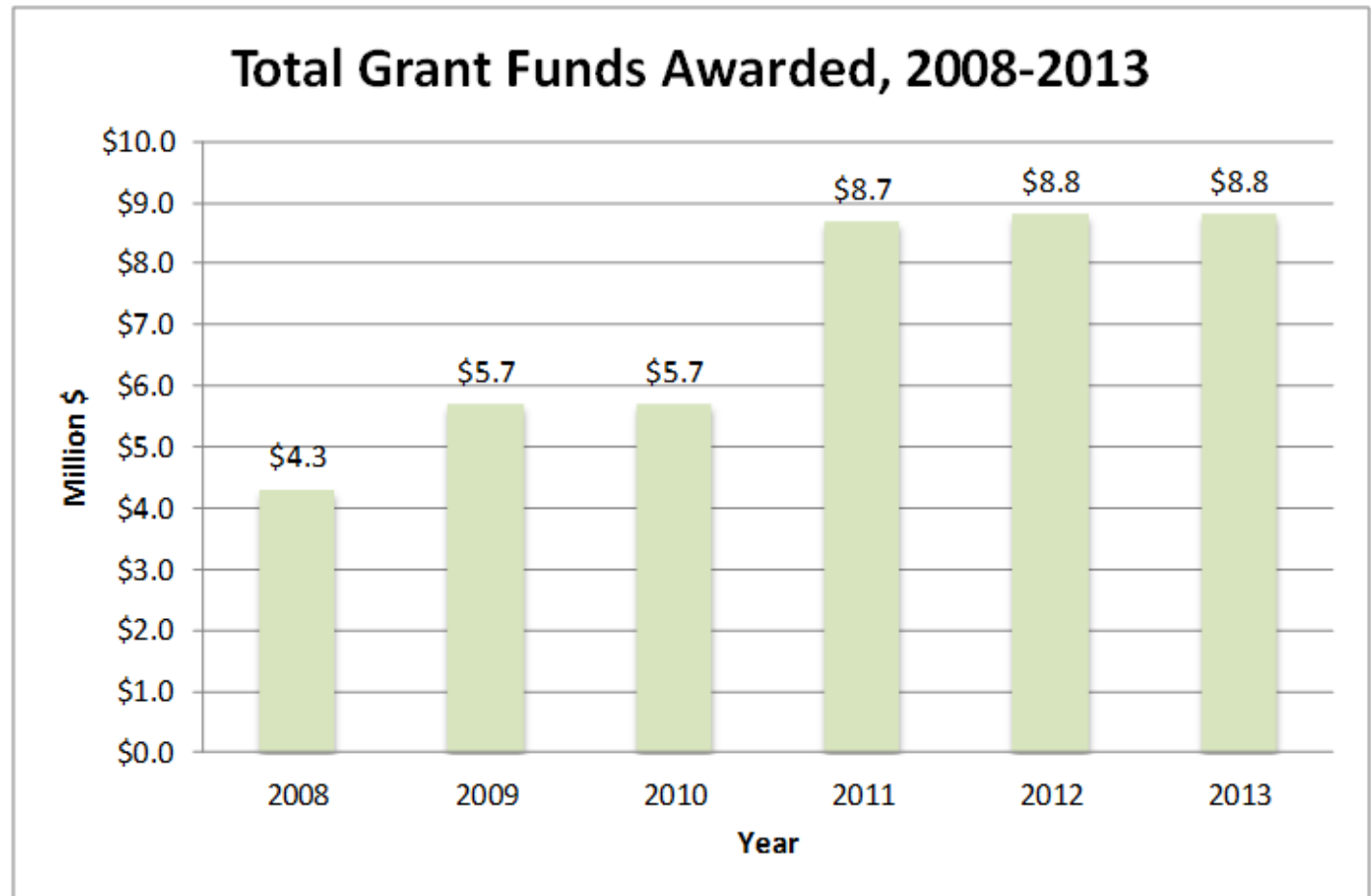
AFTER



The owners of The Mill NE used the façade grant program to repaint the building and install new awnings with dramatic results. They received a \$3,740 façade grant, matched by \$4,562 in private funds. For every \$1 in public funds, they invested \$1.22 in private funds.

City of Minneapolis Economic Development Resources

	Program name	Use of Proceeds	Size	Terms	CPED Contact
Commercial/Industrial Real Estate Development Financing	Great Streets Gap Financing	Commercial real estate development loans for catalytic commercial corridor and station area projects	\$100,000 - \$500,000 gap financing	up to 15 years	Rebecca Parrell 612-673-5018
	Grow North	Capital improvement loans to jobs-intensive businesses expanding in, or relocating to North Minneapolis, eligible for prepayment credits based on hiring North Minneapolis residents	up to \$200,000	up to 10 years	Casey Dzieweczynski 612-673-5070
	Tax Increment Finance	Significant commercial/industrial development	\$300,000 and up, depending on revenue generated	up to 25 years (15 more common)	Kristin Guild 612-673-5168
	Bank Qualified Bank Direct (BQ) Tax Exempt Bonds	Real estate development for non-profit user	\$500,000 - \$10 million	10-30 years	multiple staff, call 612-673-5072
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	Revenue Bonds (taxable and tax exempt)	Commercial/industrial real estate development, equipment	\$1 - \$100 million	10-30 years	Charles Curtis 612-673-5069



Financial Assistance “STRATA”

- \$1.00 - \$100,000
 - 2% Loan
 - Business Development Fund Loan
 - Façade Improvement Grants
- \$100,000 - \$1 Million
 - Grow North Loan
 - Tax Increment Financing
 - Great Streets Gap Financing Loan
- \$1 Million +
 - Bond Financing
 - New Markets Tax Credits

Addressing market failure by:

- Strategic acquisitions
- Filling financing gaps
- Recruiting owners/users
- Partnering with the community to create vibrant commercial activity



- City-wide small business lending, since 1986
 - 1,000 businesses
 - \$40 million for property improvements and equipment
 - Leveraged \$130 million in private investment
- Façade Improvement Grants, since 2008
 - 400 façade improvement projects
 - \$1.2 million
 - Leveraged \$2.6 M in private investment
- Great Streets Gap Financing
 - 8 high-impact projects
 - \$3 million
 - Leveraged \$21.6 million in private investment
 - 350 new and retained jobs

Funds

Total Available Funds: \$500,000

Grantees: 11 Non- Profit Organizations

Services Provided

Business Technical Assistance hours: 1301 approx.

Service Recipients

Clients Served: 60

Business Start-ups: 19 (32%)

Jobs

Jobs Created: 180

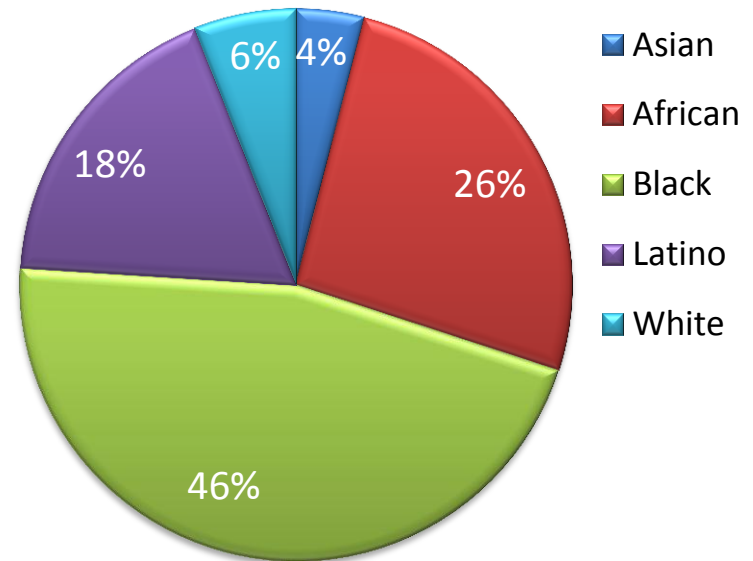
Jobs Retained: 176

Demographics (all categories)

Gender: Female: 56%, Male: 44%

B-TAP (Jan-July, 2014)

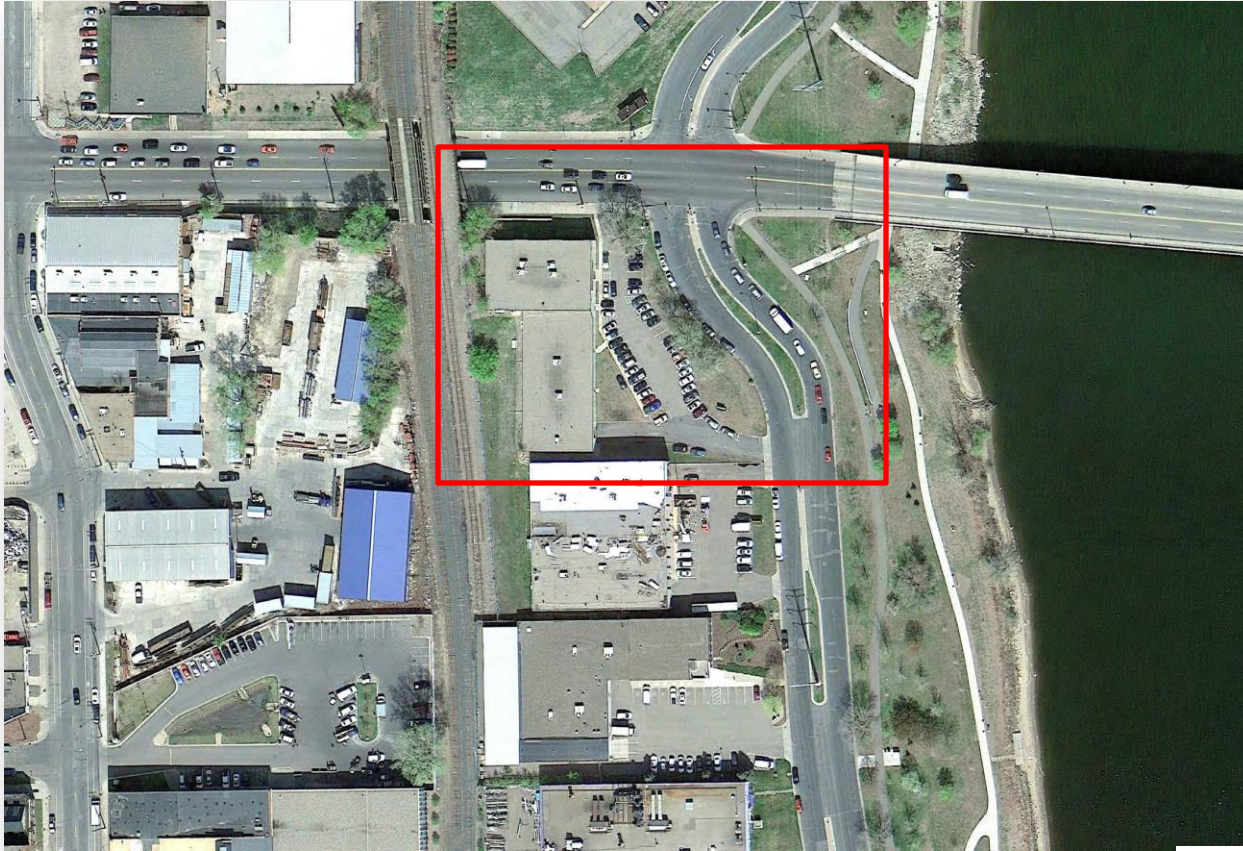
**1st and 2nd Quarter 2014
B-TAP Service Recipients Cultural
Background**



Case Studies

- The DC Group
- New Horizon Academy

- Provides uninterruptible power supply service and maintenance
- Minneapolis HQ – founded 1969
- Located at 1977 West River Road North (West Broadway & West River Rd)
- 60+ employees, 30+ additional jobs in the next 3 years
- Issues
 - Not enough space to support continued growth
 - Poor building condition
- Solutions:
 - Move to the suburbs
 - Renovate existing structure – on a compressed site



Construction Budget: \$8 Million

- Renovate 16,000 sf of existing office/warehouse space
- Demolish 10,000 sf of obsolete space
- 24,000 sf addition
- Build 86-stall parking structure

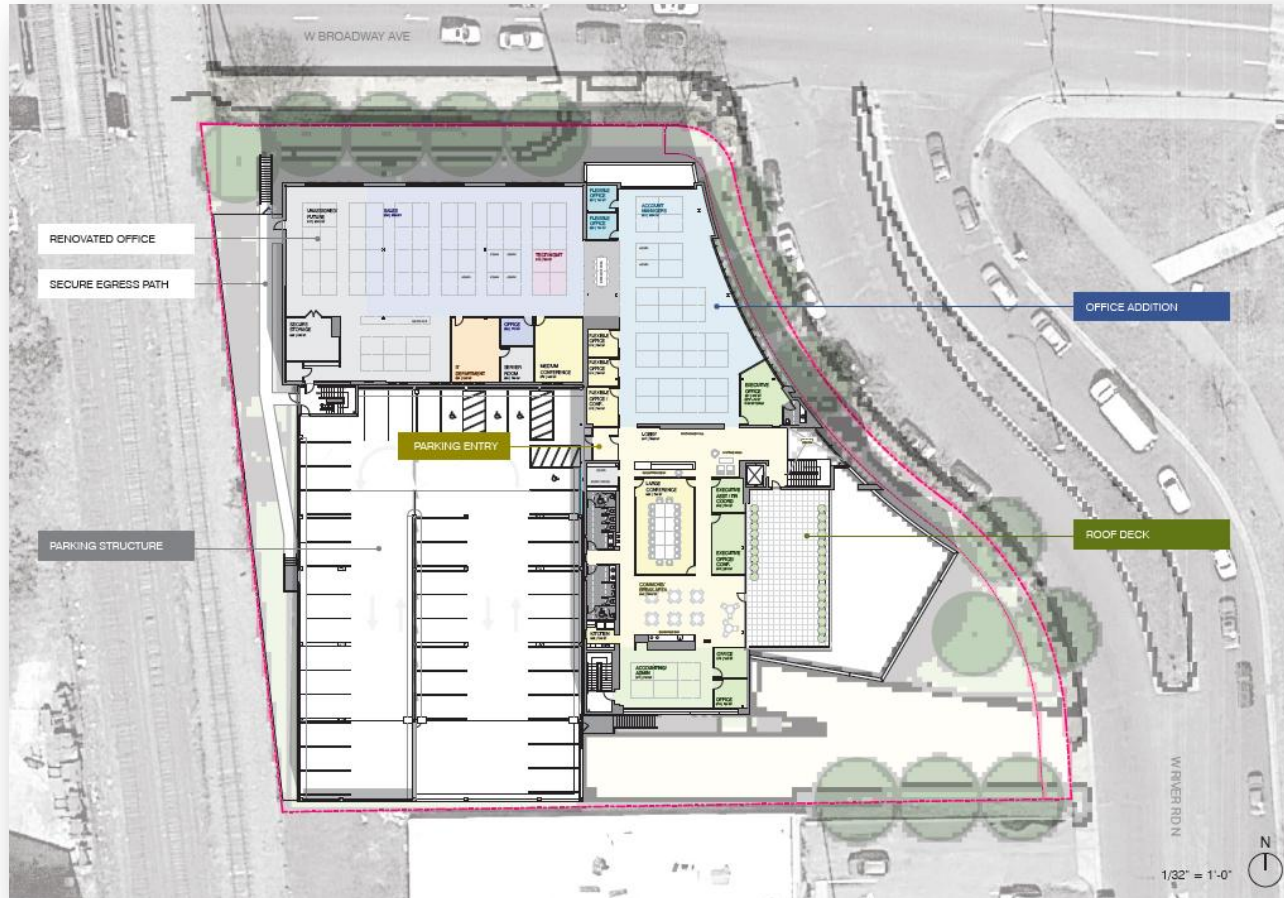
The DC Group



Funding Sources

- Private
 - Business Equity
 - New Market Tax Credits (additional equity)
 - Bank debt
- Public
 - Tax Increment Financing
 - CPED Small Business Loans (partial forgiveness for local hiring)
 - State Environmental Grant Funds
 - Hennepin Co. Transit Oriented Development (TOD) Grant

The DC Group



The DC Group



Opportunity

- Well respected child care provider with over 60 facilities in MN
- Desires new center in North Minneapolis
 - Northside Achievement Zone (NAZ) partnership
 - Valuable resource for ENTIRE community
- Site requirements
 - Commercial building or vacant land
 - Within NAZ borders
 - 10,000 – 15,000 sq. ft. facility
 - Close to transit

Site Search

- Lack of move-in-ready buildings in North Minneapolis
- Renovation costs can be as much as building new
- Lack of vacant land in targeted area
- Desire to move quickly

New Horizon Academy

3354 Penn Ave N

- Right size
- On a bus line
- In NAZ
- “Tucked away” in the neighborhood
- Next to an elementary school
- City owned property



New Horizon Academy

Site Issues

- Former gas station
- Petroleum tanks were removed, but contamination remains on site
- Requires significant clean-up costs to prepare for development (esp. for a daycare)
- Est. cleanup costs: \$600,000 - over 20% of total development costs
- 5,200 cubic yards of contaminated soil needs to be removed

New Horizon Academy Current Status

- In November 2014, City applied (on project's behalf) for environmental cleanup grants to assist in site remediation
- \$381,386 in grants funding was awarded in January 2014: **DEED, \$242,876; Met Council, \$35,900; Hennepin County, \$102,610**
- Projected opening = fall 2015



New Horizon Academy
St Paul, Highland Park facility

Questions or Comments?

Google: “City of Minneapolis Business Assistance

Kevin Carroll

612-673-5181 (work) / 651-983-6384 (cell)

kevin.carroll@minneapolismn.gov

Networking Time. Thank You.



B TAP BUSINESS TECHNICAL
ASSISTANCE PROGRAM

Supporting Business Growth in the City of Minneapolis